



**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANESWAR**

Semester : 9th Sem. IMBA

Batch : 2022-27

Subject : Sales Operation Planning

Subject Code : 16IMN901D

Date : 07.09.2026

Class Test : I

Duration : 1 Hr.

Full Marks : 30

Section-A

1. Answer any four out of following questions.

[4 x 2 = 8]

- Define sales and operation planning?
- What is the difference between sales and marketing?
- What are the measures of forecasting error?
- Name four distinctive characteristics of service operations.
- What is Delphi method?

[CO1]

[CO1]

[CO2]

[CO1]

[CO2]

Section-B

2. Answer any two questions out of following.

[2 x 6 = 12]

- Explain step by step practices for the S&OP process.
- Draw a difference between operational planning and operational control.
- The past data of load on lathe machine is shown below.

[CO1]

[CO1]

[CO2]

Month	Demand
May	
June	585
July	610
Aug	675
Sep	750
Oct	860
Nov	970

Compute a weighted three months moving average for December where the weights are 0.5 for latest month, 0.3 and 0.2 for the months respectively. Calculate the MAD and MAPE.

Section-C

3. Answer any one out of following questions.

[1 x 10 = 10]

- Calculate the forecast for the week 8 using Exponential Smoothing method? The exponential smoothing constant $\alpha=0.2$.

[CO2]

Week	Sales
1	39
2	44
3	40
4	45
5	38
6	43
7	39

- Discuss various qualitative and quantitative methods of forecasting. What are the main advantages that quantitative techniques of forecasting have over qualitative techniques?

[CO2]

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**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester : 9th Sem. IMBA

Batch : 2022-27

Subject : Management Manufacturing System

Subject Code : 16IMN902D

Date : 09.09.2026

Class Test : I

Duration : 1 Hr.

Full Marks : 30

Section-A

- 1. Answer any four out of following questions. [4 x 2 = 8]**
- What do you mean by part family? [CO1]
 - State and differentiate different kinds of routing. [CO2]
 - Explain the terms: workstation and cell in a manufacturing layout. [CO1]
 - Who are utility workers? What is their role in Production Activity? [CO3]
 - Define Group Technology. [CO1]

Section-B

- 2. Answer any two questions out of following [2 x 6= 12]**
- Explain the Components of a Manufacturing System detailing on the Material Handling System in particular. [CO1]
 - Describe the connection between product variety and production quantity. Also mention about the relation between product complexity and production quantity with the help of a neat sketch. [CO3]
 - What is the underlying principle of Cellular Manufacturing Systems? Mention the considerations to be made while designing a cell. [CO2]

Section-C

- 3. Answer any one out of following questions. [1 x 10= 10]**
- Explain the different ways in which a manufacturing system is classified and write a short note on the above. [CO3]
 - How are elements classified into part families? State and explain the benefits of Group Technology. [CO2]

All the Best

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**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester : 9th Sem. IMBA
Batch : 2022-27
Subject : Sourcing Management
Subject Code : 16IMN903D

Date : 08.09.2026
Class Test : I
Duration : 1 Hr.
Full Marks : 30

Section-A

1. Answer any four out of following questions. [4 x 2 = 8]
- f) Illustrate risk triggering in sourcing context with an example. [CO2]
 - g) Differentiate between local and global sourcing? [CO1]
 - h) What is the sourcing risk? Give an example. [CO2]
 - i) Simplify the cost Ratio Method of vendor rating. [CO3]
 - j) Differentiate between insourcing and outsourcing. [CO1]

Section-B

2. Answer any two questions out of following [2 x 6= 12]
- a) Write advantages and disadvantage of global sourcing. [CO1]
 - b) Discuss the role of negotiation in sourcing management. [CO2]
 - c) How to minimize the risk in global sourcing? [CO2]

Section-C

3. Answer any one out of following questions. [1 x 10= 10]
- c. What is global sourcing? Explain its process, along with the types of global sourcing. [CO1]
 - d. Discuss the concept of vendor rating. Note the areas of evaluation in vendor rating. List the merits and demerits of vendor rating. [CO3]

All the Best